

Furnish this exhibit for EACH foreign principal listed in an initial statement
and for EACH additional foreign principal acquired subsequently.

1. Name and address of registrant Manchester Associates, Ltd. 1155 Fifteenth Street, N. W. #811 Washington, D. C. 20005	2. Registration No. 3046
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3. Name of foreign principal Private Shirt Industry (of Costa Rica)	4. Principal address of foreign principal 191-2300 Curridabat San Jose, Costa Rica
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5. Indicate whether your foreign principal is one of the following type:

- ☐ Foreign government
- ☐ Foreign political party
- ☐ Foreign or ☐ domestic organization: If either, check one of the following:

- | | |
|---|--|
| <input type="checkbox"/> Partnership | <input type="checkbox"/> Committee |
| <input type="checkbox"/> Corporation | <input type="checkbox"/> Voluntary group |
| <input checked="" type="checkbox"/> Association | <input type="checkbox"/> Other (specify) _____ |

☐ Individual—State his nationality _____

6. If the foreign principal is a foreign government, state:

- a) Branch or agency represented by the registrant.
- b) Name and title of official with whom registrant deals.

7. If the foreign principal is a foreign political party, state:

- a) Principal address
- b) Name and title of official with whom the registrant deals.
- c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party,

- a) State the nature of the business or activity of this foreign principal

Organized to protect interest of shirt producers

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b) Is this foreign principal

- Owned by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☒
- Directed by a foreign government, foreign political party, or other foreign principal..... Yes ☐ No ☒
- Controlled by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☒
- Financed by a foreign government, foreign political party, or other foreign principal..... Yes ☐ No ☒
- Subsidized in whole by a foreign government, foreign political party, or other foreign principal..... Yes ☐ No ☒
- Subsidized in part by a foreign government, foreign political party, or other foreign principal..... Yes ☐ No ☒

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

Controlled by its members who are shirt producers in Costa Rica.

Date of Exhibit A

May 8, 1987

Name and Title

Stephen L. Lande
Vice President

Signature

Stephen L. Lande

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant
Stephen L. Lande

Name of Foreign Principal
Private Shirt Industry of
Costa Rica

Check Appropriate Boxes:

1. ☒ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
2. ☐ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
3. ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

Manchester Associates will prepare briefs for foreign principal on textile negotiations and help develop negotiating positions. If requested, Manchester will make informal representation on behalf of the Private Shirt Industry of Costa Rica.

5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

Advise and make representation in relation to the U.S.
request for textile consultations with Costa Rica.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?¹
Yes ☐ No ☒

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

Date of Exhibit B
April 30, 1987

Name and Title
Stephen L. Lande
Vice President

Signature

Stephen L. Lande

¹Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing domestic or foreign policies of the United States or with reference to the political or public interests, policies, or positions of a government of a foreign country or a foreign political party.

INTERNATIONAL DEVELOPMENT SYSTEMS, INC.

SUITE 520
733 15TH STREET, N.W.
WASHINGTON, D.C. 20005

TELEX:
433729 IDS UI

202-763-0720

TELECOPIER
202-763-0727

February 23, 1987

PROPOSAL TO THE PRIVATE SHIRT INDUSTRY

The following is a proposal from International Development Systems, Inc. And Manchester Associates, LTD. (hereinafter "IDS/MA") setting forth the elements and conditions for an arrangement between the private shirt industry (hereinafter PSI) and IDS/MA regarding the Costa Rica/ United States consultations on trade in cotton and man-made fiber non-knit shirts (category 340/640).

These consultation were requested by the United States on February 2, 1987 under the provisions of the Costa Rica/ U.S. agreement on a consultative Mechanism effective by exchange of notes on September 22, 1980 and February 7, 1984.

Under this arrangement, IDS/MA will provide to the PSI political, as well as economic briefs for these consultations.

The economic brief, although focused on trade in category 340/640, will review and analyze current U.S. textile trade policies and the application of the caribbean basin initiative within these policies. Both these briefs will explain and recommend how these stated policies may best be used during these consultations to avoid, or lessen, any adverse impact of threatened U.S. restraining actions on Costa Rica's textile and apparel trade.

The economic brief will include a full analysis of the market disruption claim which, in the view of the United States, justifies restraints on Costa Rica's trade in category 340/640.

The brief will show where the U.S. claim is weak and inconsistent with the fundamental requirements of the Costa Rica/U.S. agreement and where it is in contradiction to stated U.S. policies for the region and the basic international principles as contained in the Arrangement Regarding International trade in textiles (MFA).

The political brief will include a strategy of how to take advantage of the concern of all elements in the U.S. political system for the

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economic health of the region, particularly Costa Rica, and how this concern can be used to bring pressure on U.S. textile negotiators for improved access for textiles. The brief will fully identify and explain the issues most central to these consultations.

IDS/MA will also provide the background and comparative statistics for these consultations. These will include a listing of all U.S. shirt quotas and trade so that any U.S. proposal can be analyzed within the overall context of the U.S. program. Data on Costa Rica's trade will be prepared and evaluated to put into accurate and proper perspective Costa Rica's role in the overall textile and apparel trade of the United States.

Senior staff of IDS/MA will assist in developing a negotiating position as well as the strategies and tactics necessary to carry it out. IDS/MA will also be available for consultations and assistance during the consultation process.

Professional fees for services will be billed on an hourly basis, not to exceed a total sum of \$30,000. The hourly fees for IDS/MA are as follows:

Principals	\$150 - \$ 175
Senior Associates	up to \$ 100
Economists	up to \$ 75

The cap of \$ 30,000 would cover preparation of the brief and all other analytical and statistical materials, presentation to and meeting with representatives of the Private shirt Industry and their advisers, lobbying and representations to U.S. officials, and assistance before, during, and immediately after the negotiations.

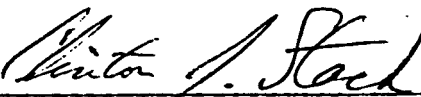
IDS/MA will also be reimbursed for all out-of-pocket expenses including local transportation, telephone, telex travel and living expenses outside of the Washington, D.C. area, copying of documents, secretarial overtime, business meals, and other expenditures excluding normal overhead expenditures. No major expenses such as travel outside the United States will be incurred unless specifically agreed to by the Private shirt Industry.

If the above terms are acceptable to the PSI please sign and date two copies of this proposal, returning one copy to IDS/NA and retaining one copy for your records.

Respectfully submitted,

For International Development Systems, Inc.

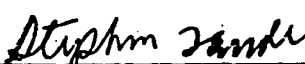
By:



Clinton J. Stack
President

For Manchester Associates, Ltd.

By:



Stephen L. Lande
Vice President

Approved & Accepted
for the private shirt industry

By:

By:

By:

Date: